



## 2014 Purchasing Pilot Report



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Washington Food Coalition in partnership with Washington State Department of Agriculture and Rotary First Harvest.

Written By Harvest Against Hunger AmeriCorps\*VISTA Stephanie Kardos

# Introduction

Getting fresh produce into the emergency food system is critically important to many people who work in hunger relief. Purchasing produce directly from a farmer is one method of doing so that produces a positive impact for both farmer and food bank. Purchasing directly from a local farmer will increase the sale of local crops while improving access to healthier food choices for hungry families. In addition, buying produce directly from the farmers goes a long way to strengthen the bond between farmer and food bank. If a farmer has a strong relationship with a local food bank, they may be more inclined to make produce donations.

For the 2014 growing season, Washington Food Coalition, in partnership with Rotary First Harvest (and its Harvest Against Hunger AmeriCorps\*VISTA program) worked with three sites around the state to pilot a new program that purchases locally from small farmers. The funds for the project were generously provided through the Washington State Department of Agriculture's Food Assistance Programs.

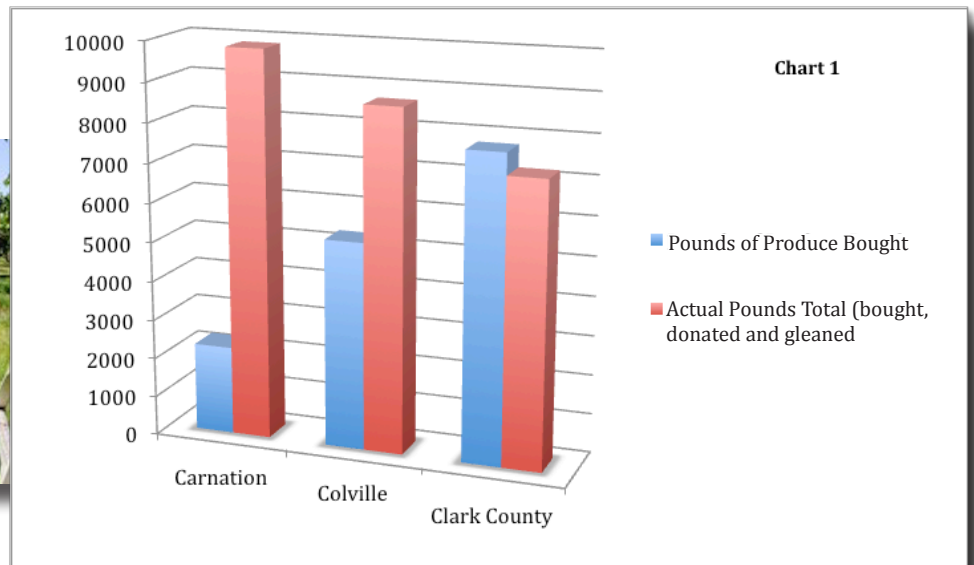
The pilot-project purchasing model is based upon two purchasing programs currently being used in Western Washington: The Bellingham Food Bank's Seed Money Program and Community Action of Skagit County's farm purchasing program. Three pilot project sites were chosen and granted \$4,000 each to purchase fresh produce from small local farms in Carnation, Vancouver and Colville.

Based upon the work in Bellingham and Skagit County, it was recommended the pilot sites set-up contracts, pay before delivery, and reach out to multiple farms. By taking these steps, the sites would grow new relationships and strengthen existing ones with local farms. Another expected outcome was the pilot would help create a strong and mutually beneficial partnership for both food banks and farmers.



## Final Numbers

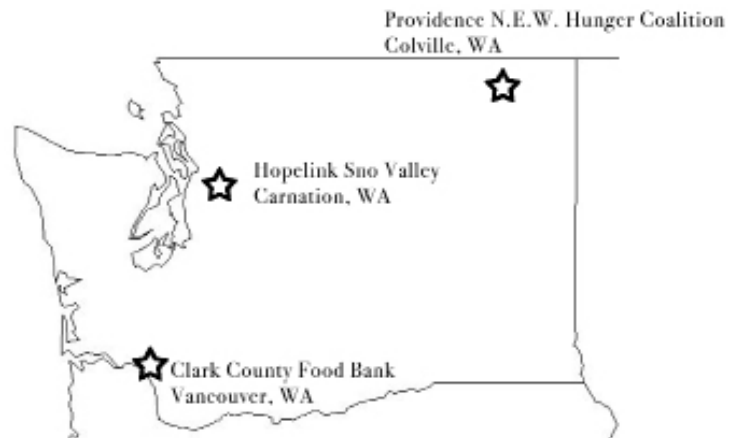
Overall the project was a highly successful and farms were excited to participate in the purchasing project. Most of the farms went beyond their contracted amounts and donated large amounts of produce to the food banks.



Number of estimated pounds of produce purchased at the beginning of the pilot and the actual total number of pounds bought, donated and gleaned from the farms after the project ended.

## Summary of Individual Sites

In 2014, the Harvest Against Hunger program had 8 AmeriCorps\*VISTA placed around Washington. The three sites selected for the project were Clark County Food Bank in Vancouver; Providence N.E.W. Hunger Coalition in Colville; Hopelink Sno Valley in Carnation.





# 1. Clark County Food Bank – Vancouver, WA

At the beginning of the project, Clark County Food Bank (CCFB) decided to spend money to work with small growers that just started farming. CCFB had relationships with two of the farms: Roots To Roads and Omega Farms. April Joy Farms and Quackenbush Farms did not have a preexisting relationship with Clark County Food Bank. The feedback from the farms in the project was positive. James Fitzgerald, the Director of Operations, coordinated the project in Vancouver.

## Contracted Farms

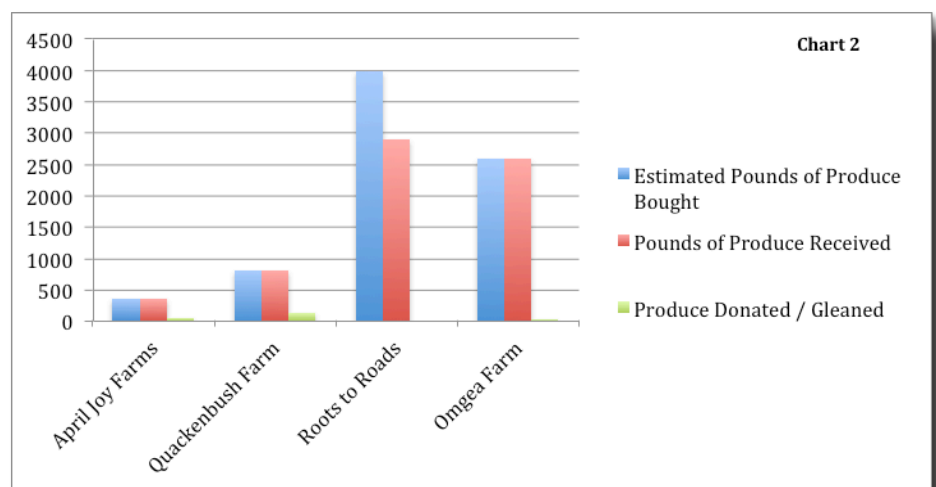
**Roots To Roads** (PIC – Veterans Farm) is part of a larger nonprofit, Partners in Careers, their mission is to assist individuals to become economically self-sufficient by providing resources, training and job placement opportunities. The food bank paid \$1,000 for an estimated 4,000 pounds of squash, tomatoes and potatoes, the farm ended up fulfilling 2,894 pounds for their contract. Roots to Roads was the only farm that fell short of their contracted target, and did not make up for it in additional donations. James was still happy with the outcome of the relationship:

“We are still happy to have supported them and hope to get donations from them next year. It is a great program helping veterans learn gardening. I think we had a lofty goal of 4,000 pounds... and at a very low price per pound. It probably wasn’t realistic. So part of their not reaching the goal was us not being realistic.”

**April Joy Farm** was paid \$700 for an estimated 350 pounds of produce, which included turnips, cucumbers and green beans. They fulfilled their contract and donated an extra 39 pounds of produce to the food bank. During the project the farmer at April Joy Farms told James they were excited to partner with the food bank.

**Quackenbush Farm** was paid \$1,000 for 800 pounds of produce; radish, cabbage and squash, they fulfilled their contract and donated an extra 121 pounds of produce on top of their contractual amount.

**Omega Farms** was paid \$1,300 for 2,600 pounds of pears. They fulfilled their contract and donated an extra 400 pounds of pears to the food bank.



## 2. Hopelink Sno-Valley – Carnation, WA

Hopelink's Gleaning Coordinator, Marlene Lambert, set up their purchasing pilot a little different than in Vancouver. Marlene worked with two Community Supported Agriculture CSA farms in Carnation and received a discounted rate on produce (10% -12%). She used the purchasing program to support two farms that have supported Hopelink for years with a strong gleaning practice. Marlene established contracts with the farms initially to spend a specific amount of money through the season. After that she used the farm's "fresh sheets" to decide what produce they wanted to purchase that week. The fresh sheet was sent to Hopelink on Monday and listed the produce available to purchase that week. For this pilot program, Marlene connected two Hopelink food banks with two CSA farms. Oxbow Farm partnered with Hopelink-Redmond and One Leaf Farm with Hopelink-Shoreline. At Hopelink, the food bank coordinators placed their order by Wednesday. Oxbow delivered their produce to the Redmond site, while One Leaf Farm produce was picked up at the farm by Hopelink's truck along with the weekly gleaned produce. Marlene believes there is great potential for expansion of the program to include all of Hopelink's food banks in the coming harvest seasons. She states:

"Hopefully the program expands next year to include all Hopelink food banks, with early negotiation on prices and product to meet both the need of the farmer to earn a living and the need of Hopelink to keep their purchases within their given budget. The program could also be expanded to include more area farms, and even potentially farms from Eastern Washington that donated to the farmers market-gleaning program. Expanding the number of farms participating in the purchasing program could benefit the gleaning program with increased farms and variety of produce offered for purchase."

## Contracted Farms

**Oxbow Farms** received \$2,200 for 1,250 pounds of produce. They ended up supplying 1,770 pounds of produce for their contract and the gleaning and donation totaled an additional 6,468 pounds of produce. Adam McCurdy from Oxbow Farms was happy to share his experience.

"The relationships that we have developed between the gleaning program and the local farmers is an amazing one to behold. It has allowed us, as farmers, to streamline our donating efforts to get more nourishing, inspiring foods to the community members that need it most and who have the hardest time accessing it. As a struggling farmer, I say that because all farmers are struggling financially for how hard we work, I would like to see the allocated budget by the purchasing side of the hunger relief effort to redirect its focus to buying from the farmers (big or small) in their immediate community (especially those who play an active role in providing donations to the local food bank chapters). The pilot project this year proved to be a huge success between our farm (Oxbow) and the Redmond Hopelink location. The food bank manager worked off of our fresh sheets weekly offerings with little or no problems to incorporate into the food bank system. The food bank found the pricing was competitive plus the freshness and variety were a welcome set of offerings to the food bank and their clientele."

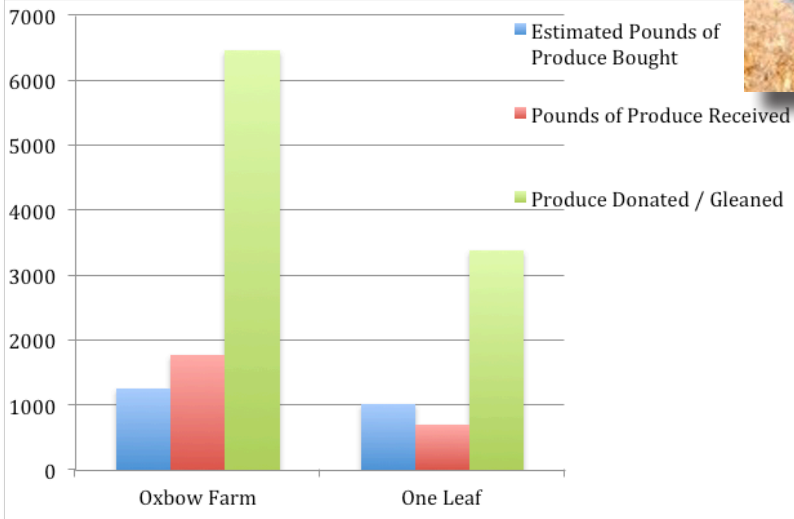
**One Leaf Farms** received \$1,800 for 1,000 pounds of produce. Hopelink ended up receiving only 693 pounds through the contract. However, One Leaf donated and allowed gleans totaling an additional 3,374 pounds of produce.

### Type of Produce Purchased from the two CSA farms

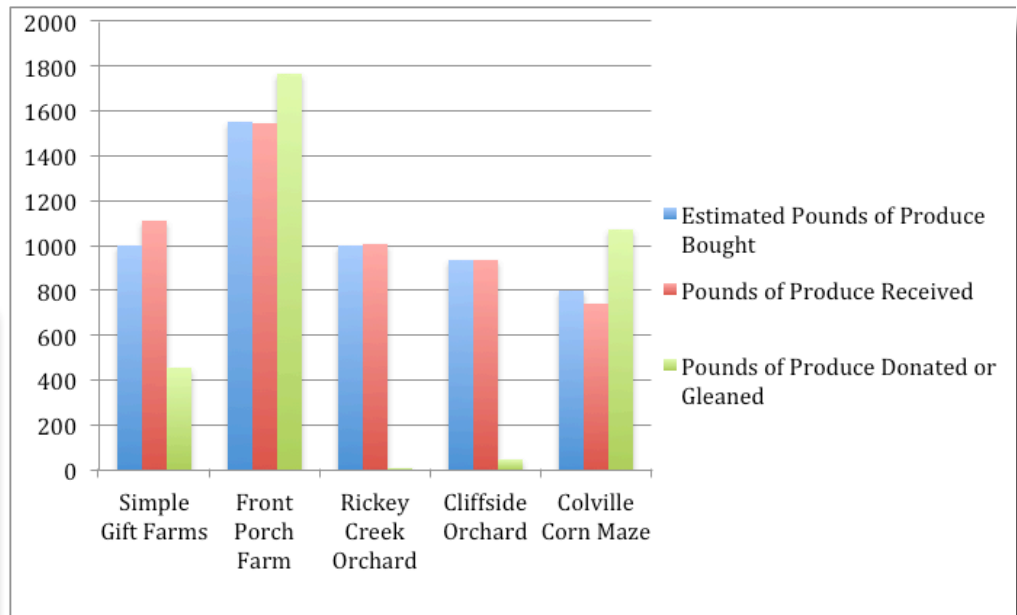
- Green beans, beets, broccoli
- Carrots, celery, cucumber
- Escarole, fennel
- Greens (Swiss chard, collard greens)
- Herbs, lettuce, parsnip
- Radicchio, rhubarb



## Final Numbers for Carnation WA



## Final Numbers for Colville WA



### 3. N.E.W. Hunger Coalition – Colville, WA

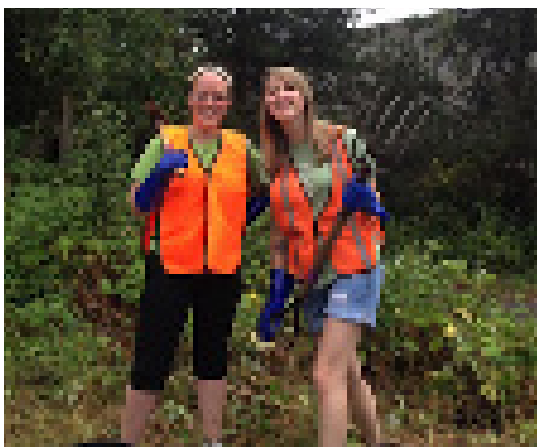
The gleaning program and coalition at the third site is relatively new, unlike the two programs in Carnation and Vancouver. The Gleaning Coordinator, Linsey Edmunds, said she used this pilot project as a way to reach out to local farms and bridge the gap with farms with which she struggled to connect with. The ability to purchase paved the way for her and gave her more leverage when it came to reaching out to farms. After a few farms agreed to join the project, many more farms came forward. She was able to host an event for more farms in the area to promote the program. She had this to say about the project in Colville.

“Starting the first season of the Harvest Against Hunger program in Stevens County with \$4,000 dollars to purchase from local growers gave the program an excellent foundation to build upon. The growers saw firsthand the program wanted to support small, local growers. They were also asked for their input on how to best spend the money. Some farms only grew for the local farmers markets, while other farms were struggling to grow and advertise all their produce in new ways to market their farms. Each of the five growers the Hunger Coalition purchased from this season had their own reasons to begin this partnership. The pilot project was adaptable enough to meet all the needs of each grower.”

Initially reaching out to the farms in Stevens County was done at local farmers markets. The growers were happy to welcome Linsey to the community and talk about agriculture, food bank donations and the possibility of a purchasing program. She used their advice on how to set-up the purchasing pilot. Reaching out to the farmers that weren't located at the farmers market was more difficult for her. She had to engage them over the phone, rather than in person and it was hard for her to get feedback and interest over the phone. Linsey lists out her initial steps when she made the contracts. She would arrange to meet with the grower, on their time and at their farm. There she discussed the amount of money available and which produce they had in excess and what they could still plant. Through this process they would determine the kind of produce they would like to sell, an amount and a price. Then they would discuss whether or not the grower would like support from their volunteers when harvesting those crops. For each grower this process yielded different results, it was essential to stay flexible and work within their realities.

Next year, Linsey believes it would be beneficial to focus more of the money on vegetable growers because they are more rooted in the community.

“Many of the orchard growers sell to Seattle or Spokane and aren't as active in this community which is one reason why I believe we didn't see as much donations from the orchards as we saw from the veggie growers. Additionally, the veggie growers have expressed how our partnership was important to them and that they would very much like to see this program grow next year.”



Andrew of Simple Gift Farms with his Farmer Donor of the Year award



## Contracted Farms

**Simple Gift Farms** was paid \$1,400 for 1,000 pounds of green beans, beets, cabbage, carrots, cucumbers, kale, lettuce, garlic, onions, radishes, and squash. The food bank received 1,105 pounds of produce for the contract and the farm donated an additional 455 pounds of produce to the food bank.

Washington Food Coalition chose Andrew and Celeste from Simple Gift Farms this year as the Farmer Donor of the year. They were nominated by Linsey for their dedication to the project and their commitment to introducing new foods into the hunger relief system.

**Front Porch Farms** the food bank paid \$800 for 1,550 pounds of cucumber and onions. The food bank received 1,543 pounds of produce from the contract and the farm donated an additional 1,764 on top of the contract.

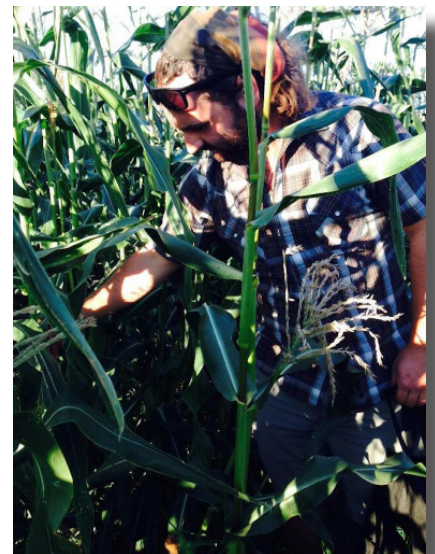
**Rickey Creek Orchard** the food bank paid \$500 for 1,000 pounds of cherries, the food bank received 1,004 pounds of cherries from the orchard.

**Cliffside Orchard** the food bank paid \$700 for 934 pounds of pears, they received all their pears and the farm donated an additional 46 pounds of pears from the orchard.

**Colville Corn Maze** The food bank paid \$600 for 800 pounds of corn. They received 736 pounds of corn from the contract and the corn maze donated an additional 1,071 pounds of corn.

## Conclusion

Overall, the 2014 purchasing pilot was a successful test of the concept of developing market-based farm to food bank models. Participating food banks were able to purchase produce that is typically not available through established donation streams, while farmers were able to provide produce without undue exposure to financial risk. Further, several new relationship models were planned, tested and developed in a format that used input and best practice models for both farmers and food banks. Those models that were developed through this pilot can be readily brought to scale in other communities across Washington and neighboring states.



# Farm Purchasing Pilot Best Practices

The information in this purchasing guide was developed from the 2014 purchasing pilot project that was ran by the Washington Food Coalition, in partnership with Rotary First Harvest and its Harvest Against Hunger AmeriCorps\*VISTA program.

When starting a purchasing program consider which farms you want to purchase from, what kind of produce you want to purchase, and how much money you have to spend. Also, the time of year you reach out to farmers is very important. Here are five steps to consider when reaching out to farmers to contract purchases:

## 1. Best Time to Reach Out to Farmers

When reaching out to farmers make sure you get to them early in the year. January or February is an ideal time if you can do outreach at that time. Our pilot started in early summer and a lot of the farmers asked if we could reach out to them in the pre-season. The gleaning coordinator in Carnation, Marlene Lambert, recommended to begin the discussion with the farmers in the off-season so farmers will know what kind of crops to grow for the food bank and how much to grow. Marlene also noted if the farms she worked with had the information early enough for planning, they would possibly be willing to lower their prices and aim to match the pricing from large produce warehouses.

## 2. The Farms and Farmers

**When purchasing from a farmer you have the option to strengthen existing relationships or build new ones.**

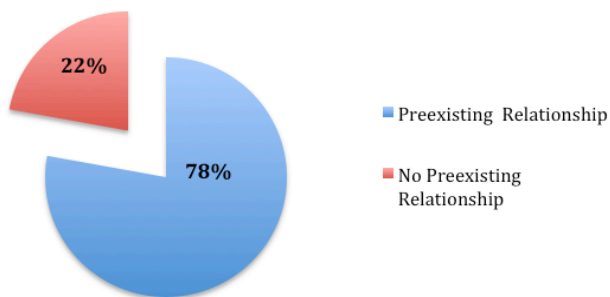
Do you have a previous relationship with the farmers you want to work with? Out of the 11 farms we worked with for the purchasing program four of the farms had an existing relationship to the food bank. In Carnation, they used the purchasing program to benefit the farms that had donated to Hopelink for years. Not sure where to meet farmers? Go to your local farmers market, it's a great way to meet farmers, learn about their farms and get extra donations. In Colville, the N.E.W. Hunger Coalition had no existing relationships so Linsey Edmunds their Gleaning Coordinator used the purchasing project to jumpstart new relationships.

**Be reliable and show support.** Purchasing from a farmer goes a long way to build a strong relationship with them. Doing your part to foster that relationship will bring additional benefits. Once a partnership is formed, farmers will know who to call when they have donations. When farmers do call be as reliable and responsive as possible. Linsey Edmunds recommends to be available to pick up excess produce at the farm within a few hours of them asking. She also suggests showing your support at farmers markets, this way you are available answer questions the grower may have.

**Who picks the produce?** Will you supply your own volunteers to pick for the farmers or will the farmers be dropping off the produce at the food bank? Supplying your own volunteers to pick and transport the produce can help keep the cost lower for the food bank. It is also a great way to support the farms you work with and engage community members in your project.

**Consider the size of farm you want to work with.** Clark County Food Bank Director of Operations, James Fitzgerald, suggests picking a few different farms of various sizes during your first year of purchasing. This way you will have a chance to work with many different farmers. You will have more connections and learn which farms you would like to work with in the future. If you are purchasing from a large farm and they want you to pick and transport, make sure you have the ability to handle the capacity. This applies both to the amount of produce your food bank can hold and give and volunteer support for the amount of crops harvested.

**Donation Totals**





### 3. Types of Contracts

Before we started our pilot project we had a few different suggestions on how and when to purchase. The coordinators for the project all used simple contracts with the farms. One exception was Hopelink, which used contracts to set an initial dollar amount. The coordinator followed up by purchasing weekly from the farms “fresh sheets.” A fresh sheet is a list of fresh produce that is available each week for delivery.

### 4. Type of Produce

What kind of produce do you want to purchase? James suggests not focusing on a certain type of produce initially when purchasing. He recommends letting the farmer decide, unless it’s a product often donated. In that case, you can try to steer the farmer in a different direction.

At Hopelink, beets, carrots and greens made up 70% of the total weight of the produce that they ordered. These vegetables provided the most number of servings, and were the lowest cost to purchase. These types of produce should be at the top of your list for purchasing. Other popular produce included corn and onions. During the growing season cucumbers and fruit were abundant and often donated, so these items should be lower on the list.

### 5. Money

On average the food banks spent about \$1.50 to \$1.75 per pound for vegetables and paid about \$.50 a pound for fruit.

#### Donations From The Farmers:

Many of the farmers they are happy to donate their excess produce and not see it wasted. When you have a relationship with farmers, especially one where you are purchasing, you will often see your donations from them increase. Purchasing might not be a direct correlation, but could lead to a relationship in which they feel comfortable reaching out to you when they have excess produce.

#### Donation Total :

In total, the farms donated \$14,742 on top of their contracted amounts of produce. 67 percent of all donations came from Oxbow and One Leaf farms in Carnation. Hopelink’s gleaning project is relatively mature and they have long-standing relationship with these farms.

# Site Metrics

## Clark County Food Bank - Metrics

Farm Contact Information	Amount Paid to Farmer	Total Estimated Poundage of Purchased Product (pre-harvest)	Types of Produce Being Purchased	Estimated Retail Value of Product Being Purchased		Total Poundage Received of Purchased Product (post-harvest)	Total Poundage Received of Donated Product (post-harvest)	Total Poundage Received of Gleaned Product (post-harvest)
April Joy Farm	\$700	350 pounds	Turnips, cucumber, beans	\$581		350 Pounds	39 pounds	0
Quackenbush Farm	\$1,000	800 pounds	radish, cabbage, squash	\$1,328		800 pounds	121 pounds	0
Roots to Roads (Partners in Careers)	\$1,000	4,000 pounds	squash, tomato, potato	\$6,640		2,894 pounds	0	0
Omega Farms	\$1,300	2,600	Pears	\$4,316		2,600	400 pounds	0



## Hopelink - Metrics

Farm Contact Information	Amount Paid to Farmer	Total Estimated Poundage of Purchased Product (pre-harvest)	Types of Produce Being Purchased	Estimated Retail Value of Product Being Purchased	Total Poundage Received of Purchased Product (post-harvest)	Total Poundage Received of Donated Product (post-harvest) (through Oct )	Total Poundage Received of Gleaned Product (post-harvest) (through Oct)
Oxbow Organic Farm and Education Center	\$2,200	1250 lb	Beans, Beets, Cabbage, Carrots, Cucumber, Greens, Lettuce Parsnips, Peas, Summer Squash, Turnip, Winter Squash	\$2445*	1770	3519	2949
One Leaf Farm	\$1,800	1000 lb	beans, beets, broccoli, brussel sprouts, cabbage, carrot cauliflower, chard, cucumber, kale, leek, lettuce, onions, parsnips, peas, radish, salad mix, spinach, summer squash, tomato,	\$2045**	693	345	3029
	4,000	2250			2,463	3864	5978

## N.E.W. Hunger Coalition - Metrics

Farm Contact Information	Amount Paid to Farmer	Total Estimated Poundage of Purchased Product (pre-harvest)	Types of Produce Being Purchased	Estimated Retail Value of Product Being Purchased	Total Poundage Received of Purchased Product (post-harvest)	Total Poundage Received of Donated Product (post-harvest)	Total Poundage Received of Gleaned Product (post-harvest)	Retail Value of Product Received
Simple Gifts Farm	\$1,400	1,000	Green beans, beats, cabbage, carrots, cucumbers, kale, lettuce, garlic, onions, radishes, and squash	3,334.75	1,105.50	455.5	383	
Front Porch Farm	\$800	Onions- 800 LBS, Cucumbers 750 LBS	Cucumbers and Onions	\$1,800	1,543.00	1,764.20	684	
Rickey Creek Orchard	\$500	1,000 LBS	Cherries	\$2,000	1,002 LBS	2	0	
Cliffside Orchard	\$700	934 LBS	Pears	1,868	934	46	0	
Colville Corn Maze	\$600	800 LBS (2,600 ears)	Corn	\$867	736.3	1,071	1,071	

# Site Surveys

## Clark County Food Bank - Survey

1. What kind of experience have you had so far in reaching out to farmers?

It has been amazing the response of farmers wanting to get involved.

2. What has been your process for purchasing from farmers?

We contacted them, told them about this program, asked if they wanted to be involved, and most of the people we contacted wanted to work with us.

3. What advice do you have for food banks that are just starting a purchasing program?

Pick several different farms, both large and small. This way you have more connections and can see how different farms work & which ones you will want to work with in the future.

4. What ways would you improve your purchasing program for next year?

I don't think we would change anything. It worked about perfectly the way we did it.

5. What advice do you have for farmers who want to sell to food banks?

Please get involved. We can work together to help people get fresh foods.

6. Which produce items or categories do you purchase the most?

We don't focus on a certain type at this point. We let the farmer decide, unless it is something we typically get too much of, then we'd steer them a different direction.

7. Do you ever ask for special processing, or requirements from farmers that they should be aware of?

No, at this point we have not done that.

# Hopelink - Survey

## 1. What kind of experience have you had so far in reaching out to farmers?

The partner farms of Sno-Valley Harvest's gleaning program are very interested in collaborating with Hopelink to develop a purchasing program for all of Hopelink's food banks. There is great potential for expansion of the program to include all of Hopelink's food banks in the coming seasons. This year's pilot program was a great learning experience that will be beneficial in expanding the program.

## 2. What has been your process for purchasing from farmers?

For this pilot program, we chose to partner two of Hopelink's food banks (Redmond and Shoreline centers) with two farms that are among our biggest supporters of the gleaning program. Oxbow Farm was partnered with Hopelink-Redmond and One Leaf Farm with Hopelink-Shoreline. The grant was split with Redmond receiving \$2200 and Shoreline \$1800 (based on the number of clients each site serves). Each farm sends a "fresh sheet" each Monday with the produce that is available to the respective Food Bank Coordinator, and the Food Bank Coordinator places their order by Wednesday. Oxbow delivers the produce to the Redmond site, while the One Leaf produce is picked up at the farm by Hopelink's truck (at the same time as picking up the weekly gleaned produce to be distributed). Each farm discounted their usual sell price for Hopelink's purchases.

## 3. What advice do you for food banks that are just starting a purchasing program?

When working with small farms, begin the discussion with the farmers in the off-season so that farmers can better plan for what and how much to grow with information from the food banks. Oxbow has 25 acres, One Leaf is 5 acres of cultivation – so their planning is very much geared toward the expected demand. If they have the information early enough for planning, I think the farms would be willing to grow some crops for a price very close to the same price as what Hopelink pays to buy produce from the large produce warehouses. Since this program began in July, the planting was already in place for each of the farms. One Leaf Farm's selection of produce became limited at the end of the season as the demand for their produce was greater than expected, and they didn't have a large amount of excess. Gather information on what you normally pay for produce and what types of produce is desired by your food banks to use in discussions with your farmer. By knowing what types of produce is desired, the farmer may be able to indicate which product is most economical for him/her to grow and from that a price can be negotiated. Knowing which farms have large enough volumes to sell at wholesale prices will help you achieve the lowest cost.

## 4. What ways would you improve your purchasing program for next year?

I would like to see the program expanded to include all Hopelink food banks, with early negotiation on prices and product to meet both the need of the farmer to earn a living and the need of Hopelink to keep their purchases within their given budget. The program could also be expanded to include more area farms, and even potentially farms from Eastern WA that have been donors to our Farmer's Market gleaning program. Expanding the number of farms participating in the purchasing program could benefit the gleaning program with increased contact with area farms and could increase the variety of produce offered for purchase. Working with farms from Eastern WA could increase the availability of produce in the early/late months of the year, as well as open the possibility of buying fruits and vegetables that can't be grown in the Snoqualmie Valley. If the program was expanded to include all of Hopelink's food banks, I would use the data gathered from this year's pilot, such as the cost of items purchased, what produce was ordered regularly, and use that information to order produce for all 5 food banks by a single purchaser.

## 5. What advice do you have for farmers who want to sell to food banks?

They need to know their costs for produce that food banks are interested in purchasing. Begin the discussions early and provide information that is necessary for each side to arrive at mutually acceptable pricing and product types. For instance, specialty crops that are desirable for farmer's market shoppers are not items likely to be desired by the food banks, and food banks cannot afford high-cost items.

## 6. Which produce items or categories do you purchase the most?

Over the course of the season, the items purchased were:

Green Beans, Beets, Broccoli, Carrots, Celery, Cucumber, Escarole, Fennel, Greens (Swiss Chard, Collard Greens), Herbs, Lettuce, Parsnip, Radicchio, Rhubarb

Beets, Carrots and Greens made up 70% of the total weight of the produce of the produce ordered, and by a rough calculation, also topped the list for number of servings provided. These also proved to be the lowest cost items, and so would be the start of the list for next year's purchase

Do you ever ask for special processing, or requirements from farmers that they should be aware of?

No



## N.E.W. Hunger Coalition - Survey

### 1. What kind of experience have you had so far in reaching out to farmers?

Reaching out to growers in Stevens County has been easily done at local farmers markets. That is where the majority of the connection for the Harvest Against Hunger program began. The growers were happy to welcome me to the community and answer all of my questions about agriculture, food bank donations and the possibility of a purchasing program. Seeking their advice on how the purchasing pilot would work for each individual grower was essential to how I choose to proceed with the program, and in turn had a great impact on the program and our relationship with the growers. Reaching the orchard growers and the farther located growers was slightly more difficult because I had to engage them over the phone rather than in person. While they were happy to talk briefly, it was difficult to get more feedback and interest over the phone.

### 2. What has been your process for purchasing from farmers?

The basic process for beginning our contracts was to arrange to meet with the grower, on their time and at their farm. We would sit down and discuss the amount of money available and I would ask what produce they often have an excess of or what they would still be able to plant more of given the late date in the season. Through this process we would narrow down what kind of produce they would like to sell, an amount and a price. Then we would discuss whether or not the grower would like support from our volunteers when harvesting these crops. For each grower this process yielded different results, and on our part it was essential to stay flexible and work within their realities. For the orchards, one required we harvest everything, which was one of the main reasons they partnered with us, because they did not have the resources to harvest even half their crop. The other orchard had workers to do all the picking and sorting and just needed an outlet to sell an excess of seconds. For the vegetable growers, one farmer wanted more time spent on his farm to grow more food instead of selling at three different markets during the week. Our program helped offer him a new opportunity to spend more time on the farm and only one day at a market a week. Another veggie grower needed someone to call when they had an excess of produce that they couldn't sell anymore or didn't have the room to store. Being able to deliver on a flexible schedule dependent on when excess was available was important to these growers, and having a contact person to do the transporting.

### 3. What advice do you for food banks that are just starting a purchasing program?

For many of our growers it was important to see their produce not go to waste, but to be eaten and enjoyed. These small growers in our area are seeking to do more than make money, many of them want to make a connection in their communities to local, healthy food. It is not just a job for many of them it is a philosophy and a way of life. They are doing what they believe in, but they are stretched so thin that they don't have the time or labor to take that extra step and donate to their food banks. Being a reliable person that is willing to be at their farm within hours to pick up excess cucumbers and get them to a food bank where they will not be waste was valued among the growers this season. Also, showing support by going to the farmers markets and building a relationship in another capacity besides just asking for donations helped the program see more donations I believe.

### 4. What ways would you improve your purchasing program for next year?

For next year I believe it would be beneficial to focus more of the money on vegetable growers because they are more engrained in the community. Many of the orchard growers sell to Seattle or Spokane and aren't as active in this community which is one reason why I believe we didn't see as much donations from the orchards as we saw from the veggie growers. Additionally, the veggie growers have expressed how our partnership was important to them and that they would very much like to see this program grow next year. Finally, I would encourage these growers to allow our volunteers to pick more of what we purchase for next season. This not only kept the costs for the produce low, it also took a burden off the growers shoulders and we saw great success with this form of purchasing this season.

### 5. What advice do you have for farmers who want to sell to food banks?

I would advise farmers to look realistically at what support they would need to make that system work. Many of our food banks are short of volunteer staff and a key part of the purchasing program this season was having someone to coordinate the purchasing, deliveries and harvesting. Giving the food banks notice of how often they would like to make deliveries and what storing capacity the food bank may need would be essential for the food bank to gather the support it will need to support the farmer. Also, purchasing from growers seems to be a very new idea for many food banks that have been doing things a certain way for a very long time. Helping the food bank volunteers see the bigger picture and the huge benefits for the grower and community as a whole by purchasing locally will help the shift of perspective.

### 6. Which produce items or categories do you purchase the most?

We purchased 2,600 ears of corn for \$600 and saw the most gleaning opportunity for this crop. Also, corn is one of the easiest and fastest gleaning projects so it was a favorite amongst the volunteers, and definitely a big hit in the food banks. Onions were also a great purchase because there was an enormous amount to be gleaned after our purchased amount was secured, and onions are such a staple for our food banks. We also purchased a large amount of green beans, carrots, cucumbers, cherries and pears. It was a huge year for the orchards, therefore they had plenty of excess to sell. Green beans were beneficial to purchase because it provided a harvesting opportunity nearly every week to keep the volunteers engaged and our labor helped support that grower. Nearly every week this summer there was some sort of excess of cucumbers whether it was one box or four the weekly delivery was an opportunity to get more fresh produce to more food banks in our area.

### 7. Do you ever ask for special processing, or requirements from farmers that they should be aware of?

No.

# Site Contracts

## Clark County Food Bank, Vancouver WA: James Fitzgerald Farm Contracts: Four Total

5/23/14

Quackenbush Farm  
2112 NE 188th St.  
Ridgefield, WA 98642

Dear Matt Van Wey,

Please accept this letter as a contract to participate in Clark County Food Bank's Local Produce Purchasing Program. We will commit to purchase 800 pounds of produce at \$1.25 per pound for a total of \$1,000 from Quackenbush Farm. If this contract is acceptable, please sign and return it. You will receive your contract payment by the time of the first delivery.

### Delivery/Pick-up Information

Clark County Food Bank is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to James Fitzgerald, Director of Operations.

Clark County Food Bank will coordinate pick-up of the harvested product from Quackenbush Farm through one of our partner agencies on a weekly basis, or bi-weekly if poundage is low.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Please sign and return one copy of this contract to me at the address below.

Sincerely,

  
James Fitzgerald, Director of Operations

M. Van Wey

Matt Van Wey, Quackenbush Farm

5/23/14

Roots to Road  
Partners in Careers  
3210 NE 52nd Street  
Vancouver, WA 98663

Dear Christine Humphrey,

Please accept this letter as a contract to participate in Clark County Food Bank's Local Produce Purchasing Program. We will commit to purchase 4,000 pounds of produce for \$1,000 from the Roots to Road program run by Partners in Careers. If this contract is acceptable, please sign and return it. You will receive your contract payment by the first harvest pick-up.

### Delivery/Pick-up Information

Clark County Food Bank is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to director of operations, James Fitzgerald.

Clark County Food Bank will either pick-up the harvested product from Roots to Road in coordination with the delivery of CCFB harvest from Heritage Farm, or coordinate pick-up by one of our partner agencies.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Please sign and return one copy of this contract to me at the address below.

Sincerely,

  
James Fitzgerald, CCFB Director of Operations

Sharon Pesut  
Sharon Pesut, Executive Director

6/23/14

April Joy Farm  
PO Box 673  
Ridgefield, WA 98642  
360 801-6071

Dear April Joy,

Please accept this letter as a contract to participate in Clark County Food Bank's Local Produce Purchasing Program. We will commit to purchase of 360 pounds of produce at a rate of \$2.00 per pound for a total of \$720 from April Joy Farm. If this contract is acceptable, please sign and return it. You will receive your contract before the first delivery of produce.

**Delivery/Pick-up Information**

Clark County Food Bank would like April Joy to deliver the harvested product to CCFB's partner agency, Neighbors Helping Neighbors.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Please sign and return one copy of this contract to me at the address below.

Sincerely,

 6/23/14  
James Fitzgerald, Director of Operations

  
April Joy, April Joy Farms

6/17/14

Peter Kaulberg  
6680 NW 179 St  
Ridgefield, WA 98642

Dear Peter Kaulberg,

Please accept this letter as a contract to participate in Clark County Food Bank's Local Produce Purchasing Program. We will commit to purchase 2,000 pounds of pears at \$0.50 per pound for a total cost of \$1,000 from Omega Farm. If this contract is acceptable, please sign and return it. You will receive your contract payment upon delivery of product.

**Delivery/Pick-up Information**

Clark County Food Bank is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to director of operations, James Fitzgerald.

**IF Delivery**

Clark County Food Bank would like Omega Farm to deliver the harvested product when ripe in the fall of 2014. Deliveries will be received by CCFB warehouse coordinator, Tim Hensley.

**Packaging**

Clark County Food Bank will accept the product in boxes, crates or totes.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Please sign and return one copy of this contract to me at the address below.

Sincerely,

 Director of Operations  
(Firm Name, Signature)

\_\_\_\_\_  
(Farmer Name, Signature)

# Hopelink, Carnation WA: Gleaning Coordinator Marlene Lambert Farm Contracts: Two Total

6/19/2014

Oxbow Organic Farm and Education Center  
10619 Carnation-Duvall Rd NE, Carnation, WA 98014  
(425) 788-1134

Dear Oxbow Farm,

Please accept this letter as a contract to participate in Hopelink's Local Produce Purchasing Program. This pilot project is intended to evaluate how Hopelink can best partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients.

We will commit to purchase \$2200 of produce from Oxbow Farm for the 2014 growing season, beginning in July and extending through the end of October. It is estimated that this will bring in around 1200 lb. of produce to Hopelink's food bank.

Produce will be ordered based on the weekly fresh sheets emailed from Oxbow that provide the types of produce available that week and their prices. Hopelink will receive a 10% price break from the listed wholesale price.

## Type of Produce to be purchased

It is expected that the produce ordered over the entire season will be typical, but not limited to the following list of items:

- |                 |                 |
|-----------------|-----------------|
| • Beans         | • Lettuce       |
| • Berries       | • Parsnips      |
| • Cabbage       | • Peas          |
| • Carrots       | • Summer Squash |
| • Cucumber      | • Turnip        |
| • Greens, Bunch | • Winter Squash |

## Order Information

Redmond Food Bank Coordinator, Lauren Laing, will place the weekly order in time for delivery on agreed delivery day and is the logistical agent and receiver of your produce. Please direct any inquiry or correspondence to Lauren Laing, Redmond Food Bank Coordinator, 425-298-0010, [llaing@hope-link.org](mailto:llaing@hope-link.org).

## Delivery Information

Oxbow Farm will deliver the order to the Redmond Hopelink Foodbank, 16725 Cleveland St, Redmond, WA 98052 during the hours of 8:30am - 4:00pm, with the day of the week to be agreed between the two parties.

## Payment Information

The invoice for each order will be delivered to the Food Bank Coordinator, or her designated receiver. Payment to Oxbow Farm will be made within 10 days of receipt of the invoice. Please direct any payment questions to Scott Milne, Food Program Manager, [scottm@hope-link.org](mailto:scottm@hope-link.org).

If this contract is acceptable, please sign and return it. Thank you for being willing to participate in this pilot program for Hopelink.

Debra Grant, Hopelink Director of Client Services, 425-943-7579



Adam McCurdy, Oxbow Organic Farm, 206-909-3299

6/17/2014

One Leaf Farm  
1550 W Snoqualmie River Road NE  
Carnation, WA 98014  
206-399-0439

Dear One Leaf Farm,

Please accept this letter as a contract to participate in Hopelink's Local Produce Purchasing Program. This pilot project is intended to evaluate how Hopelink can best partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients.

We will commit to purchase \$1800 of produce from One Leaf Farm for the 2014 growing season, beginning in July and extending through the end of October. It is estimated that this will bring in around 1000 lb. of produce to Hopelink's food bank.

Produce will be ordered based on the weekly fresh sheets emailed from One Leaf that provide the types of produce available that week and their prices. Hopelink will receive a 12% price break from the listed price.

## Type of Produce to be purchased

It is expected that the produce ordered over the entire season will be typical, but not limited to the following list of items:

- |                   |                 |
|-------------------|-----------------|
| • beans           | • lettuce       |
| • beets           | • onions        |
| • broccoli        | • parsnips      |
| • brussel sprouts | • peas          |
| • cabbage         | • radish        |
| • carrot          | • salad mix     |
| • cauliflower     | • spinach       |
| • chard           | • summer squash |
| • cucumber        | • tomato        |
| • kale            | • turnip        |
| • leek            | • winter squash |

## Order Information

Shoreline Food Bank Coordinator, Megan Sheridan, will place the weekly order on agreed day for Friday harvest pickup. Please direct any order inquiry or correspondence to Megan Sheridan, Shoreline Food Bank Coordinator, (206)440-7300 x154, [megans@hope-link.org](mailto:megans@hope-link.org).

## Pick-up Information

The Hopelink truck will pick up the order at One Leaf Farm, 1550 W Snoqualmie River Road NE, Carnation, WA 98014 at noon on Friday. An invoice from One Leaf Farm will be provided to the driver along with the produce.

## Payment Information

Payment to One Leaf Farm will be made within 10 days of receiving invoice. Please direct any payment questions to Scott Milne, Food Program Manager, [scottm@hope-link.org](mailto:scottm@hope-link.org).

If this contract is acceptable, please sign and return it. Thank you for being willing to participate in this pilot program for Hopelink.

Debra Grant, Director of Client Services, 425-943-7579



One Leaf Farm, Reed Rasmussen, 206-399-0439



## N.E.W. Hunger Coalition, Colville WA: Gleaning Coordinator - Linsey Edmunds Farm Contracts: Five Total

6/25/2014

**Cliffside Orchard**  
2218 Mollenburg Rd, Kettle Falls, WA 99141

Dear Jeff and Jeanette Herman,

Please accept this letter as a contract to participate in Providence N.E.W. Hunger Coalition's Local Produce Purchasing Program. We will commit to purchase \$700 worth of pears at a cost 75 cents per pound totaling 934 pounds of produce. If this contract is acceptable, please sign and return it. You will receive your contract payment by July 6<sup>th</sup>.

### **Delivery/Pick-up Information**

Providence N.E.W. Hunger Coalition is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to Linsey Edmunds, 509-899-1554.

### **-If Delivery**

The Hunger Coalition would like Cliffside Orchard to deliver the harvested product when the Hunger Coalition vehicle is unavailable and the produce is ready for distribution. Deliveries will be received by

- A. Anita Sailer of Rural Resources in Colville, WA. Mon.-Thurs. 10 AM-12 PM and 1 PM-3 PM
- B. Franz Roberts of Colville Food Bank in Colville, WA. Tue-Fri. 10 AM-3 PM

### **-If Pick-up**

The Hunger Coalition will pick-up the harvested product from Cliffside Orchard on dates determined by the Herman's and their crop availability timeline.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Sincerely,



*Michele L. Sakurai, President*  
Providence N.E.W. Hunger Coalition

6/9/2014

**Simple Gifts Farm**  
2589 Grimm Rd. Addy, WA 99101

Dear Andrew and Celeste Engell,

Please accept this letter as a contract to participate in Providence N.E.W. Hunger Coalition's Local Produce Purchasing Program. We will commit to purchase \$1,400 of produce from Simple Gifts Farm. Produce to be purchased will consist of green beans, beets, cabbage, carrots, cherry tomatoes, cucumbers, kale, lettuce, garlic, radishes and winter squash. All prices and estimates of pounds to be purchased have been agreed upon and are specified on the attached document. If this contract is acceptable, please sign and return it. You will receive your contract payment by July 6<sup>th</sup>.

### **Delivery/Pick-up Information**

Providence N.E.W. Hunger Coalition is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to Linsey Edmunds, 509-899-1554.

### **-If Delivery**

The Hunger Coalition would like Simple Gifts Farm to deliver the harvested product when the Hunger Coalition vehicle is unavailable and the produce is ready for distribution. Deliveries will be received by

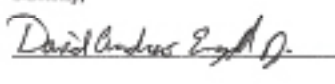
- A. Anita Sailer of Rural Resources in Colville, WA. Mon.-Thurs. 10 AM-12 PM and 1 PM-3 PM
- B. Franz Roberts of Colville Food Bank in Colville, WA. Tue-Fri. 10 AM-3 PM
- C. Gary McNeil of Chewelah Food Bank in Chewelah, WA. Mon. & Thurs. 10 PM-2 PM

### **-If Pick-up**

The Hunger Coalition will pick-up the harvested product from Simple Gifts Farm on dates determined by Simple Gifts Farm and their crop availability timeline. At least one gleaning event will take place on Simple Gifts Farm during late July or early August.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Sincerely,



*Michele L. Sakurai, D.M.H.*  
Michele L. Sakurai, D.M.H.  
President  
Providence N.E.W. Hunger Coalition

6/1/2014

Greg Knight  
73 Oakshott Road  
Colville, WA 99114

Dear Greg Knight,

Please accept this letter as a contract to participate in Providence N.E.W. Hunger Coalition's Local Produce Purchasing Program. We will commit to purchase 2,600 ears of corn for \$600 from Greg Knight's Colville Corn Maze. If this contract is acceptable, please sign and return it. You will receive your contract payment by July 6<sup>th</sup>.

**Delivery/Pick-up Information**

Providence N.E.W. Hunger Coalition is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to Linsey Edmunds, 509-899-1554.

**Pick-up**

The Hunger Coalition will pick-up the harvested product from Greg Knight on two to three occasions depending on the crop yield and volunteer availability. Harvested ears will include 2,600 ears of corn, separated into boxes containing 30 ears each. Estimating a total of 87 boxes.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Sincerely,



Michele L. Sakurai, D.Min.  
Michele L. Sakurai, D.Min.

Rickey Creek Orchard  
1665 Hwy 25, South Kettle Falls

Dear Jim and Val Corvino,

Please accept this letter as a contract to participate in Providence N.E.W. Hunger Coalition's Local Produce Purchasing Program. We will commit to purchase \$500 of produce from Rickey Creek Orchard. Produce to be purchased will consist of 1,000 pounds of cherries, at a price of fifty cents per pound. If this contract is acceptable, please sign and return it. You will receive your contract payment by July 6<sup>th</sup>.

**Delivery/Pick-up Information**

Providence N.E.W. Hunger Coalition is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to Linsey Edmunds, 509-899-1554.

**-Logistics**

The Hunger Coalition commits to applying the labor to harvest the cherries from Rickey Creek Orchard on dates determined by the Corvino's and their crop availability timeline.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Sincerely,

Michele L. Sakurai, President  
Providence N.E.W. Coalition

Valerie Corvino 6/25/14

6/9/2014

Front Porch Farm  
894 U.S. 395, Adity, WA 99101

Dear Adama family,

Please accept this letter as a contract to participate in Providence N.E.W. Hunger Coalition's Local Produce Purchasing Program. We will commit to purchase \$800 of produce from Front Porch Farm. Produce to be purchased will consist of cucumbers and collards. All prices and estimates of pounds to be purchased have been agreed upon and are specified on the attached documents. If this contract is acceptable, please sign and return it. You will receive your contract payment by July 6<sup>th</sup>.

**Delivery/Pick-up Information**

Providence N.E.W. Hunger Coalition is the logistical agent and receiver of your produce, please direct any inquiry or correspondence to Linsey Edmunds, 509-899-1554.

**-If Delivery**

The Hunger Coalition would like Front Porch Farm to deliver the harvested product when the Hunger Coalition vehicle is unavailable and the produce is ready for distribution. Delivery will be received by

- A. Anita Sailer of Rural Resources in Colville, WA. Mon.-Thurs. 10 AM-12 PM and 1 PM-3 PM
- B. Paul Roberts of Colville Food Bank in Colville, WA. Tue-Fri. 10 AM-3 PM
- C. Gary McNeil of Chewelah Food Bank in Chewelah, WA. Mon. & Thurs. 10 PM-2 PM

**-If Pick-up**

The Hunger Coalition will pick-up the harvested product from Front Porch Farm on dates determined by the Adama's and their crop availability timeline.

We are very excited about this local purchasing project and hope we can continue to build and expand our relationship. This is an excellent way to partner with growers in our community to ensure we have a consistent supply of nutrient-dense and culturally familiar fresh produce for our clients. Thank you for being willing to participate in this program and do not hesitate to contact me with any questions.

Sincerely,

Valerie Adama  
Front Porch Farm

Michele L. Sakurai, D.Min.  
Michele L. Sakurai, D.Min.  
President,  
Providence N.E.W. Hunger Coalition